



INTEGRATED MAINTENANCE DATA SYSTEM (IMDS)

Commercial Practices

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Message

**For IMDS these Commercial Approaches worked
well, but
All Programs are different**



Overview

Background

IMDS Approach

Results

Lessons Learned

Summary/Discussion



Background

Program Description

“Commercial practices” defined



Program Description

IMDS is an information technology program to provide all persons with the maintenance related information they need to do their jobs

IMDS uses networked and isolated devices

Databases are distributed and replicated

Existing (legacy) systems are linked into network

Isolated devices can rejoin network to update data

IMDS is made up of workstations serving all customers

Maintenance technicians

Maintenance supervisors

Maintenance supervisors

Supply and other logistics personnel

C2 staffs at all echelons

Contractors and suppliers



Commercial Practices

Government vs. Commercial

Gov't: “Full and Open” Competition
 “Arms length” relationship
 Formal process

Com'l: “Knowledgeable Buyer”
 Partnership
 Informal/interactive process

**Federal Acquisition Streamlining Act
Canadian Common Purpose Procurement Prog**



IMDS Commercial Philosophy

Focus on past performance
Interact with potential contractors
Identify those best qualified



IMDS Specific Approach

Concept Demonstration

“Best Qualified” Phase

Rapid Source Selection



Concept Demonstration

Program risk assessment

Broad Agency Announcement

Three Vendor Conferences

World Wide Web



“Best Qualified” Phase

Commerce Business Daily Sources Sought Statement of Qualifications

Past performance

Technical & Management process

Conceptual system architecture

Executive In-plant Review Team

Identified four “best qualified” contractors



Source Selection Phase

Request for Proposal drafted with industry

World Wide Web

Hanscom Electronic RFP Bulletin Board

Award date set early in process



Source Selection Approach

“Best Value” award

Use Statement of Objectives

No discussions or Best and Final Offers

Split proposals

Reuse Software Capability Evaluations

In-plant presentations and demonstrations

User participation



Source Selection Schedule

RFP release	4 Apr 96
Past performance and SCE data	25 Apr 96
SSEB convened	13 May 96
Technical volume	16 May 96
Site visits	22 May - 5 Jun 96
SSAC brief	10 Jun 96



Source Selection Schedule (cont'd)

Contracts volume	13 Jun 96
Cost volume	19 Jun 96
SSAC brief	27 Jun 96
SSAC brief	10 Jul 96
SSA brief	12 Jul 96
Contract Award	19 Jul 96



Results

Award on date planned

No protest

Performance ahead of expectations

Process saved Government and Industry money



Lessons Learned

Complete set available from ESC/PKA

Fewer proposals key to speed

Separation of proposal volumes effective

Basis of Estimates key to technical evaluation

Cost data should have limits

Contractor cost formats good

Must specify what information needed

Requires experienced evaluators

Debrief at Offeror's Facility

Communicate all the time



Summary

Commercial approaches worked for IMDS

Questions?